



# Heuristics and Biases

The Psychology  
of Intuitive  
Judgment

Edited by

Thomas Gilovich

Dale W. Griffin

Daniel Kahneman

# Heuristics And Biases The Psychology Of Intuitive Judgment

**Kavous Ardalan**



## **Heuristics And Biases The Psychology Of Intuitive Judgment:**

**Heuristics and Biases** Thomas Gilovich,Dale Griffin,Daniel Kahneman,2002-07-08 This book first published in 2002 compiles psychologists best attempts to answer important questions about intuitive judgment Heuristics and Biases Thomas Gilovich,Dale Griffin,Daniel Kahneman,2002-07-08 Is our case strong enough to go to trial Will interest rates go up Can I trust this person Such questions and the judgments required to answer them are woven into the fabric of everyday experience This book first published in 2002 examines how people make such judgments The study of human judgment was transformed in the 1970s when Kahneman and Tversky introduced their heuristics and biases approach and challenged the dominance of strictly rational models Their work highlighted the reflexive mental operations used to make complex problems manageable and illuminated how the same processes can lead to both accurate and dangerously flawed judgments The heuristics and biases framework generated a torrent of influential research in psychology research that reverberated widely and affected scholarship in economics law medicine management and political science This book compiles the most influential research in the heuristics and biases tradition since the initial collection of 1982 by Kahneman Slovic and Tversky

*Heuristics and Biases* Thomas Gilovich,Dale Griffin,Daniel Kahneman,2002-07-08 This 2002 book compiles psychologists best attempts to answer important questions about intuitive judgment Heuristics and Biases Thomas Gilovich,Dale W. Griffin,Daniel Kahneman,2002 Judgment pervades human experience Do I have a strong enough case to go to trial Will the Fed change interest rates Can I trust this person This book examines how and how well people answer such questions The study of human judgment was transformed in the 1970s when Kahneman and Tversky introduced their heuristics and biases approach Their approach highlighted the reflexive mental operations that are used to make complex problems manageable and it generated a torrent of influential research in psychology research that reverberated widely and affected scholarship in economics law medicine management and political science This book compiles the most influential elements of psychological research in the heuristics and biases tradition The various contributions critically analyze the initial work on heuristics and biases supplement these initial statements with emerging theory and empirical findings in psychology and point to the most promising areas of future research on judgment Publisher description LoC **The Cambridge Handbook of Thinking**

**and Reasoning** Keith J. Holyoak,Robert G. Morrison,2005-04-18 The Cambridge Handbook of Thinking and Reasoning is the first comprehensive and authoritative handbook covering all the core topics of the field of thinking and reasoning Written by the foremost experts from cognitive psychology cognitive science and cognitive neuroscience individual chapters summarize basic concepts and findings for a major topic sketch its history and give a sense of the directions in which research is currently heading The volume also includes work related to developmental social and clinical psychology philosophy economics artificial intelligence linguistics education law and medicine Scholars and students in all these fields and others will find this to be a valuable collection Heuristics and Biases Thomas Gilovich,Dale W. Griffin,Daniel Kahneman,2002

Judgment pervades human experience Do I have a strong enough case to go to trial Will the Fed change interest rates Can I trust this person This book examines how and how well people answer such questions The study of human judgment was transformed in the 1970s when Kahneman and Tversky introduced their heuristics and biases approach Their approach highlighted the reflexive mental operations that are used to make complex problems manageable and it generated a torrent of influential research in psychology research that reverberated widely and affected scholarship in economics law medicine management and political science This book compiles the most influential elements of psychological research in the heuristics and biases tradition The various contributions critically analyze the initial work on heuristics and biases supplement these initial statements with emerging theory and empirical findings in psychology and point to the most promising areas of future research on judgment Publisher description LoC [The Oxford Handbook of Thinking and Reasoning](#) Keith J. Holyoak, Robert G. Morrison, 2013-05-23 The Oxford Handbook of Thinking and Reasoning brings together the contributions of many of the leading researchers in thinking and reasoning to create the most comprehensive overview of research on thinking and reasoning that has ever been available **La mente intuitiva** Sadler-Smith, Eugene, 2017-03-04 Como l der directivo empleado o ciudadano tu activo m s valioso no est encerrado en una caja de seguridad de un banco ni en ladrillos y cemento ni en el balance de una compa a se guarda en un lugar mucho m s seguro aunque bastante fr gil tu cabeza y es una cartera de valores gemelos tu mente anal tica y tu mente intuitiva **Handbook of Contemporary Behavioral Economics** Morris Altman, 2015-01-30 At a time when both scholars and the public demand explanations and answers to key economic problems that conventional approaches have failed to resolve this groundbreaking handbook of original works by leading behavioral economists offers the first comprehensive articulation of behavioral economics theory Borrowing from the findings of psychologists sociologists political scientists legal scholars and biologists among others behavioral economists find that intelligent individuals often tend not to behave as effectively or efficiently in their economic decisions as long held by conventional wisdom The manner in which individuals actually do behave critically depends on psychological institutional cultural and even biological considerations Handbook of Contemporary Behavioral Economics includes coverage of such critical areas as the Economic Agent Context and Modeling Decision Making Experiments and Implications Labor Issues Household and Family Issues Life and Death Taxation Ethical Investment and Tipping and Behavioral Law and Macroeconomics Each contribution includes an extensive bibliography **Judgments Over Time** Lawrence J. Sanna, Edward C. Chang, 2006-03-16 Time pervades every aspect of people s lives We are all affected by remnants of our pasts assessments of our presents and forecasts of our futures Our thoughts feelings and behaviors over time inexorably intertwine and intermingle determining varied reactions such as affect and emotions as well as future behaviors The purpose of this volume is to bring together the diverse theory and research of an outstanding group of scholars whose work relates to peoples judgements over time To date much theory and research on temporal variables within psychology has remained

somewhat fragmented isolated and even provincial researchers in particular domains are either unaware of or are paying little attention to each other's work Integrating the theory and research into a single volume will bring about a greater awareness and appreciation of conceptual relations between seemingly disparate topics define and promote the state of scientific knowledge in these areas and set the agenda for future work The volume presents the two main ways of looking at judgments over time looking at how people's thoughts about the future and the past affect their present states and looking at the interplay over time among people's thoughts feelings and behaviors

### **Equity Home Bias in International Finance**

Kavous Ardalan, 2019-05-17 This book provides a comprehensive and critical analysis of research outcomes on the equity home bias puzzle that people overinvest in domestic stocks relative to the theoretically optimal investment portfolio It introduces place attachment the bonding that occurs between individuals and their meaningful environments as a new explanation for equity home bias and presents a philosophically multi paradigmatic view of place attachment For the first time a comprehensive and up to date review of the extant literature is provided demonstrating that place attachment is a contributing factor to 22 different topics in which variations of home bias are present The author also analyses the social psychological underpinnings of place attachment and considers the effect of multi culturalism on the future of equity home bias The book's unique approach discusses the issues in conceptual terms rather than through data and statistical methods This multi and inter disciplinary book is an invaluable resource for graduate students and researchers interested in economics finance philosophy and or methodology introducing them to a new line of research

### Risk Management

Applications in Pharmaceutical and Biopharmaceutical Manufacturing Hamid Mollah, Harold Baseman, Mike Long, 2013-03-18 Sets forth tested and proven risk management practices in drug manufacturing Risk management is essential for safe and efficient pharmaceutical and biopharmaceutical manufacturing control and distribution With this book as their guide readers involved in all facets of drug manufacturing have a single expertly written and organized resource to guide them through all facets of risk management and analysis It sets forth a solid foundation in risk management concepts and then explains how these concepts are applied to drug manufacturing Risk Management Applications in Pharmaceutical and Biopharmaceutical Manufacturing features contributions from leading international experts in risk management and drug manufacturing These contributions reflect the latest research practices and industry standards as well as the authors firsthand experience Readers can turn to the book for Basic foundation of risk management principles practices and applications Tested and proven tools and methods for managing risk in pharmaceutical and biopharmaceutical product manufacturing processes Recent FDA guidelines EU regulations and international standards governing the application of risk management to drug manufacturing Case studies and detailed examples demonstrating the use and results of applying risk management principles to drug product manufacturing Bibliography and extensive references leading to the literature and helpful resources in the field With its unique focus on the application of risk management to biopharmaceutical and pharmaceutical manufacturing this book is

an essential resource for pharmaceutical and process engineers as well as safety and compliance professionals involved in drug manufacturing

*The Oxford Handbook of Social Cognition* Donal E. Carlston, 2013-07-25 Social cognition as a field can be characterized as a distinct subarea of social psychology that examines all of the countless cognitive complexities mental representations and processes implicated in interaction as well as an approach to studying interactions in the context of the groups cultures and societies to which they belong Together these two facets of social cognition create one of the most influential and important social sciences to come along in some time Providing a comprehensive review of major topics in the field of social cognition The Oxford Handbook of Social Cognition expresses that excitement and fascination in describing the content and approach that constitute the field today The 43 chapters included in this handbook cover central aspects of the field of social cognition including its history and historically important foundational research areas attribution attitudes impression formation and prejudice stereotyping along with methodology core issues relating to social cognitive representations and processes including those that are visual implicit or automatic and the stages of information processing attention perception memory and judgment along with simulation and thought suppression applications of the social cognition approach to areas of social psychology general psychology and other disciplines such as marketing law health and politics After more than 30 years the vibrant field of social cognition continues to reign as one of psychology's most dominant approaches The impressive chapters collected in this volume define the field and contribute enormously to our understanding of what social cognition is today

**Assessing Sex Offenders** Terence W. Campbell, 2007 This book reviews the scientific evidence relevant to assessing the recidivism risk of sex offenders as well as the issues related to sex offenders in considerable detail It is not an attempt for creating sympathy for sex offenders Substantial numbers of psychologists claim they can accurately identify the recidivism risk of sex offenders Despite the very limited peer reviewed data related to these claims many psychologists insist the scientific evidence supports their efforts in this regard Too often the issues detailed in these chapters have been overlooked and or misinterpreted As a result the likelihood of psychologists misusing and abusing scientific data when assessing sex offenders should not be underestimated This book identifies numerous instances of such misuse and abuse Topics include sexually violent person civil commitment statutes clinical judgment and clinical experience guided clinical risk assessments actuarial assessment of recidivism risk actuarial instruments for assessing recidivism risk computing classification accuracy supplementary assessment procedures adjusted actuarial assessments diagnostic classification treating sex offenders and ethical obligations Ultimately however the book challenges psychologists to recognize and respond to their scientific and professional responsibilities When testifying as expert witnesses ethical obligations prohibit psychologists from misinforming and misleading legal proceedings These same obligations necessitate that psychologists support their opinions with relevant research data

**Making Data Talk** David E. Nelson (M.D.), Bradford W. Hesse, Robert T. Croyle, 2009 The demand for health information continues to increase but the ability of

health professionals to provide it clearly remains variable The aim of this book is 1 to summarize and synthesize research on the selection and presentation of data pertinent to public health and 2 to provide practical suggestions based on this research summary and synthesis on how scientists and other public health practitioners can better communicate data to the public policy makers and the press in typical real world situations Because communication is complex and no one approach works for all audiences the authors emphasize how to communicate data better and in some instances contrast this with how to communicate data worse rather than attempting a cookbook approach The book contains a wealth of case studies and other examples to illustrate major points and actual situations whenever possible Key principles and recommendations are summarized at the end of each chapter This book will stimulate interest among public health practitioners scholars and students to more seriously consider ways they can understand and improve communication about data and other types of scientific information with the public policy makers and the press Improved data communication will increase the chances that evidence based scientific findings can play a greater role in improving the public s health

*Blackwell Handbook of Judgment and Decision Making* Derek J. Koehler, Nigel Harvey, 2008-04-15 The Blackwell Handbook of Judgment and Decision Making is a state of the art overview of current topics and research in the study of how people make evaluations draw inferences and make decisions under conditions of uncertainty and conflict Contains contributions by experts from various disciplines that reflect current trends and controversies on judgment and decision making Provides a glimpse at the many approaches that have been taken in the study of judgment and decision making and portrays the major findings in the field Presents examinations of the broader roles of social emotional and cultural influences on decision making Explores applications of judgment and decision making research to important problems in a variety of professional contexts including finance accounting medicine public policy and the law

**International Handbook of Thinking and Reasoning** Linden J. Ball, Valerie A. Thompson, 2017-11-14 The Routledge International Handbook of Thinking and Reasoning is an authoritative reference work providing a balanced overview of current scholarship spanning the full breadth of the rapidly developing and expanding field of thinking and reasoning It contains 35 chapters written by leading international researchers covering foundational issues as well as state of the art developments in thinking and reasoning research Topics covered range across all sub areas of thinking and reasoning including deduction induction abduction judgment decision making argumentation problem solving expertise creativity and rationality The contributors engage with cutting edge debates such as the status of dual process theories of thinking the role of unconscious intuitive emotional and metacognitive processes in thinking and the importance of probabilistic conceptualisations of thinking and reasoning Authors also examine the importance of neuroscientific findings in informing theoretical developments and explore the situated nature of thinking and reasoning across a range of real world contexts such as mathematics medicine and science The Handbook provides a clear sense of the way in which contemporary ideas are challenging traditional viewpoints as new paradigm of the psychology of reasoning

emerges This paradigm shifting research is paving the way toward a richer and more inclusive understanding of thinking and reasoning where important new questions drive a forward looking research agenda It is essential reading for both established researchers in the field of thinking and reasoning as well as advanced students wishing to learn more about both the historical foundations and latest developments in this rapidly growing field     Encyclopedia of the Mind Harold Pashler,2012-12-10 It s hard to conceive of a topic of more broad and personal interest than the study of the mind In addition to its traditional investigation by the disciplines of psychology psychiatry and neuroscience the mind has also been a focus of study in the fields of philosophy economics anthropology linguistics computer science molecular biology education and literature In all these approaches there is an almost universal fascination with how the mind works and how it affects our lives and our behavior Studies of the mind and brain have crossed many exciting thresholds in recent years and the study of mind now represents a thoroughly cross disciplinary effort Researchers from a wide range of disciplines seek answers to such questions as What is mind How does it operate What is consciousness This encyclopedia brings together scholars from the entire range of mind related academic disciplines from across the arts and humanities social sciences life sciences and computer science and engineering to explore the multidimensional nature of the human mind     **Handbook of Research Methods on Intuition** Marta Sinclair,2014-06-27 How does one go about studying intuition \_ a complex cross disciplinary field which is still developing How can intuition be captured in situ How can a researcher harness their own intuition This book uses method related themes to help an     **Inside Intuition** Eugene Sadler-Smith,2007-10-25 Using examples ranging from Boeing to Buddhism this book demonstrates how an understanding of intuition can support creativity innovation and interpersonal functioning Drawing on cutting edge work in social and cognitive psychology as well as neuroscience and evolutionary psychology Inside Intuition is essential reading for all advanced students of business and management and for practising managers at all levels



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